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Indiana Trade Delegation Finds Opportunity in Guatemala

GUATEMALA CITY – A meeting with Guatemala’s president and promising connections between delegates and Guatemalan businesses highlighted the first full day of Indiana’s trade mission to Central America. The 34-member delegation, led by Lt. Governor Becky Skillman, is looking for international economic development opportunities and building relationships that will benefit Indiana.

Lt. Governor Skillman and Rep. Dan Burton, R-Ind., met with Guatemalan President Oscar Berger, President of the Guatemalan Congress Jorge Mendez Herbruger, Minister of Agriculture Alvaro Aguilar, and Minister of Economy Marcio Cuevas.

“As we met with the President and the leaders of the economy and agriculture, we learned that Guatemala and Indiana shared common goals in economic development,” said Lt. Governor Skillman. “Increasing trade between our countries provides opportunities for Indiana’s small- and medium-sized entrepreneurs.”

One of the largest sectors of Indiana agriculture is also finding business opportunity in Guatemala. Mike Beard of the Indiana Pork Advocacy Coalition and Russ Yearwood of Indiana Packers Corporation explored the possibility of marketing fresh pork products to a Guatemalan restaurant chain. They also met with a distributor who wants to purchase Indiana pork, further process it in Guatemala, and sell it as a value-added product.

Daily updates about the trade mission can be found on the Indiana State Department of Agriculture’s Web site at www.in.gov/isda/trademission.